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# EXPEDITION MONTH 2019

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4 CRUISES TO BE WON



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## Silversea 5% bonus

**SILVERSEA** is offering 5% bonus commission, early booking bonuses and four cruises to be won as part of its "Expedition Month," but you'll have to be quick because offers expire on Fri.

Deals include Business class flights on selected departures, the ability to secure berths before prices rise and more - for details see the **cover page** of today's **TD**.

## Albatross incentive

**ALBATROSS** Tours is giving travel consultants the opportunity to win two spots on its upcoming Paris, Lyon and the French Alps tour - details on **page 10**.

## Today's issue of TD

**Travel Daily** today has nine pages of news, a front cover wrap for **Silversea Cruises**, plus full pages from:

- Albatross Tours
- Travel Trade Recruitment

## TripADeal tops ad spend

**SEVERAL** travel firms have appeared in media monitoring firm Nielsen's 2018 list of the top 50 advertisers within Australia, with industry disruptor TripADeal leading the travel pack.

The company was the 33rd largest ad spender overall, splashing \$30.4m on media, up from \$6.9m the year prior.

Flight Centre touched down in 36th place overall with a total of \$28.9m spent across television, newspapers, magazines & radio.

Expedia-owned accommodation meta-search firm Trivago, rounded out the top three travel advertisers, spending an impressive \$19.7m - almost all exclusively via television.

When looking at specific media channels, several other big travel spenders made an appearance.

Newspapers were targeted by Webjet, investing \$10.4m, while Ignite Holidays, via its Get Luxe brand, spent \$7.4m.

For TV, the Expedia brand spent a total of \$9.7m.

Rival cruise and tour operators, APT and Scenic both heavily targeted magazines, with APT spending \$2.5m & Scenic \$1.3m.

Travelmarvel reportedly spent \$1m on magazine ads.

In the airline category, Qantas invested \$2m into magazine ads while Jetstar focused on radio, with expenditure at \$6.6m.

Helloworld Travel was the second highest spender overall in online ads, with an \$11.3m spend.

CruiseAway Holidays & Sunlover spent \$400k each online.

Combined, travel companies ranked sixth overall in terms of total spend, pooling \$188.6m into advertising, which marked an increase of 30% on the year prior.

The Nielsen report indicated travel advertising spend increased across all media types with newspaper spend doubling year-on-year to \$66m in 2018.

## CBT feels pressure

**LONGTIME** Asian travel specialist wholesaler CBT Holidays has made its veteran National Sales Manager, Mark Haddad, redundant.

"I have seen this company grow almost from its infancy, but due to the online world of travel agents the last six months has seen a disappointing downturn in business, where customers are now choosing cheap tours over quality tours," he said.

Haddad had been at CBT Holidays for almost 12 years, following previous roles at Scenic Tours and Kirra Tours.

## VS UK expansion

**VIRGIN** Atlantic has boosted its codeshare partnership with its newly acquired UK short-haul offshoot flyBe (**TD** 15 Jan), with the VS code this month added to flyBe services to Guernsey, Isle of Man, Luxembourg, Edinburgh, Exeter, Glasgow and Dusseldorf.

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JUN-NOV 2019 | MAY-NOV 2020



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\*Offers correct as of 20 June 2019 and are subject to change or withdrawal. Offer ends 30 June 2019 unless extended. For full terms and conditions click here.

## Et tu, Eldorado...

**THERE'S** been a seismic shift in the US resort market overnight, with confirmation that Caesars Entertainment is being acquired by rival Eldorado Resorts.

The US\$17.3 billion deal will create one of the world's biggest gambling ventures, operating about 60 casino resorts across the USA.

Iconic Caesars properties include Caesars Palace on the Las Vegas Strip, along with Harrah's, Planet Hollywood, Paris, Bally's Rio, Linq, Nobu and Flamingo.

The Eldorado portfolio is spread across the USA including in Reno, Atlantic City, Illinois, Indiana, Louisiana and more.

The acquisition comprises US\$8.5 billion in cash and shares, while Eldorado will also inherit about \$9 billion in Caesars debt.

Caesars has been rebuilding after emerging from bankruptcy in 2017, with its board strongly backing the deal which is still subject to a shareholder vote.

## Airbnb moves into luxury

**ACCOMMODATION** disruptor Airbnb is heading upmarket, today announcing the launch of a new "Airbnb Luxe" category which is complemented by "dedicated trip designers".

The company said Airbnb Luxe was built on its "deep expertise in luxury travel" gained from the acquisition of Luxury Retreats two years ago (**TD** 14 Feb 2017).

The new Airbnb tier is being launched with about 2,000 handpicked properties across the world, each of them having passed a strict criteria "to meet standards in both design and function," the company said.

"Today's luxury traveller is craving more than just high-end accommodations; they seek transformation and experiences that leave them feeling more connected to each other and to their destination," said Airbnb co-founder, Brian Chesky.

"With Airbnb Luxe we are

applying the same approach we've used since we launched Airbnb more than 11 years ago - creating local, authentic and magical travel moments now in amazing places to stay."

Each Airbnb Luxe booking gives clients access to a "dedicated, highly trained trip designer," who will coordinate check-in, organise local bespoke experiences and activities, and also arrange services such as childcare, private chefs or in-house massage.

Chesky said the initial Airbnb Luxe portfolio featured award-winning homes in NZ and South Africa, historic Tuscan villas, castles in France and urban escapes in Paris and London.

The range will expand into at least 12 more cities this year, with Airbnb noting that last year the number of its bookings for listings costing at least \$1,000 per night increased by more than 60%.

More at [airbnb.com/luxe](http://airbnb.com/luxe).

## VA, VS cooperation

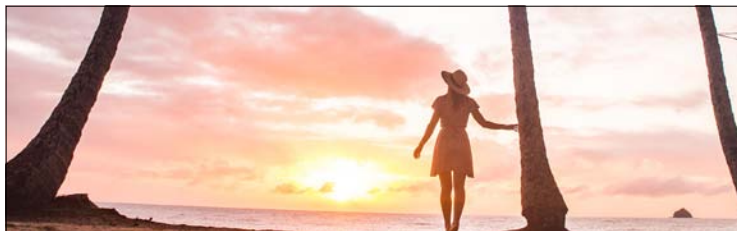
**VIRGIN** Australia and sister carrier Virgin Atlantic have this month applied for authorisation to enable them to implement a "formal cooperation agreement" which would enable them to coordinate services between Australia and the UK.

The proposed arrangement would cover mutual mid-points in Hong Kong and Los Angeles and any future connections, with the carriers seeking authorisation for "joint pricing, inventory management, scheduling coordination, network planning and marketing".

VA and VS also propose to cooperate in relation to product alignment, airport operations, joint procurement and tenders for corporate contracts.

Submissions from stakeholders are currently being sought, with a deadline of this Fri 28 Jun 2019.

The ACCC said it expects to make a decision on interim authorisation next month.



### Tropical North Queensland Agent Incentive

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\*For full terms and conditions please see [www.triponline.com.au](http://www.triponline.com.au)



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Discover how travel companies are missing out on business by not catering for single parent families in the June issue of *travelBulletin*.

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## New Blue Mountains Radisson

**RADISSON** Hotel Group today announced that the first Asia-Pacific property under its boutique Radisson Collection brand will be located in the Blue Mountains, west of Sydney.

With a planned 2023 opening, the “Imperial Hotel, A Radisson Collection Hotel” will mark the rebirth of one of Australia’s first great “tourist hotels”.

The original Imperial Hotel opened in 1878 in Mount Victoria, and has been the subject of an \$8 million development application to return it to its former glory.

Once the renovations are complete it will reopen with 60 rooms, an all-day dining



restaurant and bar, with the property to be positioned as a “leading gastronomic destination with visiting celebrity chefs”.

It will also feature a ballroom, outdoor terrace and marquee enabling it to cater for “exceptional events and weddings,” Radisson said.

“The regional launch of the Radisson Collection, our newest brand, represents an important milestone in our Asia Pacific expansion strategy,” said Katerina Giannouka, Radisson Hotel Group President Asia-Pacific.

“This will write a new chapter in the tale of this Australian icon.”

Radisson said the new Imperial Hotel would complement the existing Radisson Blu Plaza Hotel in the Sydney CBD, “offering opportunities for outstanding two-centre holidays in NSW”.

## Give us data: IATA

**THE** International Air Transport Association has urged third party booking providers to open up access to passenger information, in order to assist airlines to better manage disruptions.

Speaking this week at the IATA Aviation Data Symposium, IATA CEO Alexandre de Juniac said “often airlines do not have information about customers who do not book directly...that would enable them to more easily contact these customers in the event of operational disruptions.

“This information resides in third-party booking systems...I hope we can agree that delivering a frictionless travel experience requires that the value chain be able to pro-actively manage disruptions and deliver a personalised experience to our shared customer,” he said.

“And that requires access to passenger information.”

De Juniac also urged aviation stakeholders to “embrace data and digital transformation,” saying it was vital to transform paper-based processes and “use data to drive decision-making”.

## Window Seat

**NEW** Zealand’s new Bay of Islands airport may only be in its early days, but one staff member is already in the bad books after a translation error was discovered in the building’s Baggage Claim sign.

The English words are followed by the te reo Maori translation, “peke kokoraho”, however one keen eye was quick to point out the phrase also has a second, much cruder interpretation.

“[It means] to scoop up your (male) private parts,” Regional Economic Development Minister Shane Jones told *TVNZ*.

Airport workers are currently handling the error.

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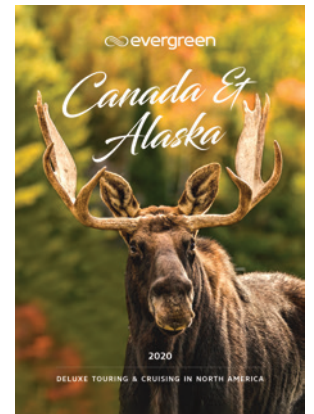
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### Berlin's hotel rise

**BERLIN** has broken performance records in May, with hotel occupancy rates jumping 6.9% to 83.6%, when compared to the same period one year ago.

The bump was attributed to a rise in local events, including the Berlin E-Prix, Raw Material Summit and Re:publica events.

Slovakia's capital Bratislava also showed strong growth, increasing by 6.9% to 77.9%.

Total Europe hotel occupancy rates nudged up 1.4% to 74.9%.

### NCL closes Free Bar

**NORWEGIAN** Cruise Line (NCL) has cancelled the Free Open Bar offering on board its *Norwegian Sky* and *Norwegian Sun* ships, effective 07 Sep.

Guests will still be able to upgrade their drinks packages when booking the brand's Free At Sea program.

For more info, [CLICK HERE](#).

### Journey Beyond new media agency

**JOURNEY** Beyond has appointed creative agency Thinkerbell to manage its media and marketing presence.

Journey Beyond GM Marketing, Carly Hocking, said Thinkerbell's "integrated approach is going to help drive us forward during an important growth phase" for the business which includes the Indian Pacific, the Ghan, Cruise Whitsundays and more.

The move follows an "extensive and competitive pitch" for the account, with Thinkerbell's Adam Ferrier saying "we are looking forward to bringing measured magic to their business".

### Singapore incentive

**EXCITE** Holidays has launched a trade incentive program in conjunction with Singapore Tourism that will see 10 agents win a trip to the Asian city.



**LAST** night the travel industry gathered to honour long-time Emirates NSW State Manager, Tim Harrowell, who departed EK recently after 19 years in the role (**TD** 03 Apr).

The "unofficial farewell" event saw friends and colleagues reminisce about Harrowell's affable generosity, charisma and stellar contribution both personal and professional since he launched the EK NSW operation in 2000.

At that time Emirates had just three weekly Airbus A310 flights from Dubai to Melbourne, with Harrowell recounting how he and his team worked to educate the trade about the then upstart, which has now grown to be one of Australia's major long-haul international inbound airlines.



Harrowell told attendees he plans to take a "gap year," having purchased a property in the NSW Southern Tablelands, where he is building some luxury accommodation.

He also relished the opportunity to be photographed with a glass of Champagne (**inset**), after two decades of restraint!

Harrowell is **pictured** with some of his former Emirates colleagues: Lincoln Bache, Tracy Thomas, Carmel Catanuto, Julie Steel, Vivian Varela & Lara Pierce - more at [facebook.com/traveldaily](https://facebook.com/traveldaily).

American Airlines

# INVITATION

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discover **NEVADA**

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TRAVEL **OREGON**

Washington **DC** WASHINGTON, DC

## 4<sup>th</sup> July 2019

**American Airlines, Anchorage, Nevada, New England, Oregon and Washington DC invite you to celebrate 4th July!**

Join us for a night of all things Americana... food, fancy dress, frolics... fun prizes!

Top incentive sellers will be priority guests. Please RSVP to [Syd.Sales@aa.com](mailto:Syd.Sales@aa.com) to secure your place on the night.

**Date:** 3rd July 2019 (we like to start early)  
**Venue:** Mary's Underground, 7 Macquarie Place  
**Time:** 6.00pm until 10.30pm  
**Dress:** American Vintage



### MH possible sell off

**THE** Malaysian Government has flagged its intentions to sell off Malaysian Airlines (MH) following a challenging five-year period for the carrier.

Malaysia Prime Minister Mahathir Mohamad told local media outlets that “lots of things are wrong with the airline”, citing change management concerns as the primary issue.

“We have changed their (Malaysian Airlines) leadership many times, each time we were hoping they would do something to turn around the company but they failed,” he said.

MH has dropped two spots to 36th in Skytrax’s last annual World’s Top 100 Airlines survey, and has not occupied a top 20 position since 2014.

Despite acknowledging the option of selling MH was on the table, Mohamad said the airline’s identity as the national carrier would need to be retained.

### IHG China alliance

**THE** InterContinental Hotel Group (IHG) has joined forces with Sands China in a partnership that will see The Venetian Macao and The Parisian Macao come under the InterContinental Alliance Resorts banner.

Hotels featured in the Alliance offer more than 100 million IHG Rewards Club members expanded opportunity to redeem their loyalty rewards.

### Movenpick wellness

**MOVENPICK** Hotels & Resorts has opened Movenpick BDMS Wellness Resort Bangkok.

Located in the Sukhumvit neighbourhood, the resort is surrounded by lush greenery with trees dating back over a century.

Featuring 293 rooms and suites with balconies overlooking the gardens, rooms come equipped with yoga mats and a dedicated health and fitness TV channel.



**MELBOURNE** Airport celebrated the beginning of work on its Taxiway Zulu program with a sod-turning ceremony on Mon.

The \$300 million project is Tullamarine Airport’s largest airfield investment since it opened in 1970.

The program is set to enable the delivery of new capacity, routes, terminal facilities and overall performance.

The three-and-a-half year project will see the development of more than 250,000 square metres of new taxiway pavement and is designed to be completed without significant interruption to any of the airport’s flights.

Melbourne Airport Chief of

Aviation David Hall said, “today is not just about breaking ground on a \$300 million investment in our airfield; it is about transforming the travel experience for our passengers.

“When completed, these new taxiways will mean better on time performance for flights, more space for international aircraft and access to new destinations”.

**Pictured** is David Fisher, Fulton Hogan Southern Construction General Manager; David Burns, Melbourne Airport Head of Development Planning; Duncan Gibb, Fulton Hogan Chief Executive Officer Construction; and David Hall, Melbourne Airport Chief of Aviation.

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### CLIA ups agent team

**CRUISE** Lines International Association (CLIA) Australasia has announced two new appointments to help support its travel agent membership and corporate partners.

Robyn de Wit joins the industry body by taking on the role of Membership Development Manager, where she will be charged with growing the CLIA member base and engaging with the existing membership.

Meanwhile, Joanne Nichols has been appointed as Instructional Design & Development Manager, where she will take a lead role in developing new educational opportunities for members.

“Robyn and Joanne both bring specialised knowledge and extensive experience to their roles, giving CLIA the ability to better cater to its membership and introduce new services,” said CLIA Managing Director Australasia Joel Katz.

### EVA turns to men

**TAIWAN'S** EVA Airways has scrapped its ban on male flight attendants in the wake of strike action from its female cabin crew.

Industrial action kicked off late last week, with staff campaigning for higher basic and overtime pay, and better working conditions.

The airline was forced to eliminate 150 flights over the weekend due to the strike, resulting in approximately US\$19 million in lost revenue.

### Hyatt's new Place

**HYATT** Hotels has revealed plans to open a new location for its Hyatt Place brand in Malaysia's Johor Bahru in 2022.

The proposed 200-room property will feature a cafe, swimming pool, fitness centre, and more than 225m<sup>2</sup> of meeting room space, and will be located a short 10-minute drive from Johor Bahru City Centre.

**TRAVELMANAGERS** recently sent seven of its Personal Travel Managers on a 12-day cruise of the Rhine River courtesy of APT Luxury Travel.

The group spent their time on the trip soaking up the sights between Nuremberg and Amsterdam, with highlights along the journey including a stop off at the heritage-listed Bavarian town of Bamberg.

Attractions during their stay included a visit to some of the city's nearly 300 breweries, providing a great opportunity to sample the many local varieties of beer on offer.

Describing her brewery experience, New South Wales-based PTM Jenene Hartnett said the tour had broadened her beer

tasting horizons.

“[The APT] program recommended that we sample the unusual, smoky-flavoured beer, Schlenkerla, in Bamberg... this is just one of the local specialities I wouldn't have otherwise known about, but which added greatly to many people's river cruise experience,” she enthused.

Other highlights of the famil included a five-course meal on board an APT river ship, a day of sightseeing in Amsterdam, and some wine tasting at Wurzburg.

**Pictured:** APT's Sheena Smith enjoying a glass of wine with TravelManagers' Janene Hartnett, Maria Rainone and Irena Bryant on the bridge boasting views of the historic Wurzburg Castle.

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## AirAsia legal bid fails

**AIRASIA** has been unsuccessful in its long running legal battle with the Malaysian Aviation Commission (Mavcom) over a disagreement regarding passenger service charges. AirAsia contended Mavcom had a legal duty to rule on the dispute once mediation between the parties had failed. However, the High Court in Malaysia ruled that Mavcom had not refused to negotiate the passenger fees and had simply deferred the decision.

## Accor appoints GMs

**ACCOR** has made a slate of new General Manager appointments at four of its locations across Australia. Tom Cykowski is now General Manager of ibis Styles East Perth in Western Australia, Dougal McConnell will head up Mantra Charles Hotel in Hobart, Silvester Toth will be in charge of WA's ibis Styles Kalgoorlie and Edmond Power is the new General Manager of Novotel Newcastle Beach, in New South Wales' Hunter region.



### Airline Account Manager – Australia and New Zealand

Trip.com launched in Australia in late 2017 and is part of the Ctrip Group, a NASDAQ listed company since 2003 (NASDAQ: CTRP) with over 30,000 employees and over 300 million customers worldwide. It is the second largest online travel agency group in the world and owner of Skyscanner; making us one of the leading online travel agencies globally.

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Due to continued business growth in Australia, Trip.com has an exciting opportunity for a dynamic and commercially astute Airline Account Manager to join our growing Air Commercial team in Sydney.

Reporting to the Airline Director – Australia & New Zealand you will be accountable for managing a portfolio of carriers within the ANZ region; with responsibility for developing and expanding local airline partnerships and negotiating preferred airline agreements. This role will also have responsibility for managing airline initiatives and strategic projects aimed at improving business growth within Australia and New Zealand.

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To be considered for this position you will need to bring the following:

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- Results orientated and experience working to strict deadlines
- Excellent presentation and communication skills

Please send your CV and expression of interest to Nick Yu – HR Business Partner, Australia & New Zealand  
[nick\\_yu@Ctrip.com](mailto:nick_yu@Ctrip.com) by Friday 28 June 2019.

## Digby tackles Outback Trek



**DIGBY** Warren from Sydney-based The Journeymasters recently took on the challenge of the annual Outback Car Trek for the 10th time - with the support of Helloworld for Business.

Tackling some of Australia's most iconic landscapes in support of the Royal Flying Doctor Service (RFDS), the event is in its 30th year, with Warren having now participated in a third of the trips.

Alongside co-pilot Mike Wheatley, who has driven all 30 Outback Treks, the car departed Renmark in the Barossa Valley on 03 Jun, arriving in Vestevs Beach, Darwin, 11 days and 6,000 kilometres later.

The 2019 Trek raised in excess of \$1.5 million for the RFDS, with all sponsors having supported the purchase of a new aircraft (**pictured** above), adding to its fleet providing crucial health care and emergency services over an area of 7.69 million km<sup>2</sup>.

"We are very proud to support Digby at Helloworld Business Travel, this is a great achievement and such a unique and inspiring way to make a difference," said David Padman, Helloworld Travel General Manager Independent & Corporate Networks.



**Pictured** top alongside the plane are support vehicle drivers Rob Blain and John Davidson with Mike Wheatley and Digby Warren, while **inset** is the HLO-branded vehicle in which they made the journey.

## AHB attack update

**THE** International Air Transport Association (IATA) has issued a statement condemning the attacks on Abha Airport in Saudi Arabia (**TD** 13 Jun).

IATA censured "any and all targeting of civil aviation, its passengers, facilitates and operations in all conflicts," and offered its sympathies to the victims and their families.

The incident reportedly saw a drone crash into the airport's parking lot, killing a Syrian national and injuring 21 others.

Flights have since resumed at the airport.

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Wednesday 26th June 2019

## Hotel under the sea

**LADY** Musgrave Island in the Great Barrier Reef will soon be home to an underwater hotel.

The Queensland State Government is backing a proposal for a three-level pontoon that will pave the way for the underwater development, as well as an observatory for the surrounding Barrier Reef.

Qld Tourism Industry Development Minister Kate Jones said the project was expected to draw an extra 16,000 visitors to the region every year and drive more than \$1.8 million in visitor expenditure.

"It will host an underwater observatory with UV lighting, so visitors can experience the reef at night and have upper decks for diving, snorkelling and environmental data collection," she said.

## G Adventures deal

**G ADVENTURES** is advertising two deals exploring Uganda, Rwanda and the Galapagos.

The seven-night Culture & Wildlife of Uganda & Rwanda tour will see guests observe chimpanzees and gorillas, as well as a wildlife drive through Queen Elizabeth National Park to see elephants and hippopotami.

Departures on 04 Oct can save up to 25% off the normal price, with rates leading in at \$3,127.

The Galapagos Land & Sea - Central & South Islands Aboard the *Yolita* trip spends six nights exploring the islands and taking in the archipelago's beaches, history, and wildlife.

Guests can also visit the Devil's Crown in Floreana, known as the "snorkeller's paradise".

Travellers can save 20% off the 19 Nov departure, paying \$3,215.

## ACCOMMODATION

**WELCOME** to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



Built on three storeys, the two new James Bond-inspired, penthouse-style villas unveiled at the **LUX Overwater Retreat** at North Male Atoll in the Maldives is ideal for all kinds of travellers. Accommodating up to eight guests, the extremely private villas come with 24-hour butler service, in-villa spa treatments, unlimited laundry service, a fitness area and sauna.



Element by Westin last week opened **Element Melbourne Richmond**. Situated in the new Botanica Corporate Park on the banks of the Yarra River and just moments from the dining and shopping of Richmond's Swan Street, the hotel marks the brand's Australian debut, and is also just a short drive from the Melbourne Cricket Ground and Victoria Arts Centre.



Radisson Blu has reopened its renovated **Royal Viking Hotel** in Stockholm. The makeover focused on the 459 guest rooms, 15 event spaces and public areas. Guestrooms have been given new bright walls with panels in dark wood, punctuated by works from local artists. Chromecast has also been added to allow audio and video streaming.

## Vale Airbus founder

**AIRBUS** is saddened by the death of one of its founding fathers, Roger Beteille, who shaped the manufacturer's first commercial aircraft, the A300B.

Born in Aveyron, France in 1921, he received his pilot's licence in 1945, becoming a flight test engineer in 1952.

In 1968 Beteille started work on what would become the A300B, a 250-seater with the innovative fuselage cross-section he designed still in use today on the A330.

Beteille died on 14 Jun, aged 97.

## Air China Singapore

**STARTING** next week, Air China is introducing Airbus A350-900XWBs on its Beijing to Singapore route, operating as CA969/970.

The first A350 flight for this route is scheduled for 01 Jul.

The Star Alliance carrier is also reducing overall service from thrice to twice daily.

## Oman NDC L4

**OMAN** Air has achieved IATA NDC Level 4 certification, expanding NDC distribution globally and including the adoption of additional servicing messages to support purchasing and changing of orders.

## NT tourism funding

**NORTHERN** Territory tourism businesses will benefit from a new round of the Government's Visitor Experience Enhancement Program (VEEP), with a further \$3 million available in grant funding under the second Turbocharging Tourism stimulus.

The VEEP program provides support to local tourism operators to enhance their visitor offerings and attract positive online reviews and recommendations.

## Too young to fly?

A **LARGE** portion of Australian parents think children can be too young to fly, with 60% saying kids under 12 months should not be allowed on domestic flights, and 45% stating under-fives should not be allowed internationally, according to research conducted by InsureandGo.

Older parents are even stricter on the matter, with 27% of 45-64s thinking under-fives shouldn't fly on domestic flights, compared to only 11% of under-44s.

A very cautious 14% of parents think children should be over 12 to go on an international flight.



The New Zealand  
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## NATIONAL SALES AND MARKETING MANAGER GOLD COAST BASED

ANZCRO, a leading New Zealand travel wholesaler, has a unique opportunity for a talented individual to manage its sales and marketing team in Australia. We would love to hear from you if this sounds like your dream role and you possess the following essentials:

- A deep understanding of the travel industry in Australia
- A strong knowledge of New Zealand as a travel destination
- An inspiring leader who thrives on developing a team of state-based BDM's and the supporting marketing team
- A great people person who builds strong, collaborative relationships with key industry partners to help them grow outbound sales to New Zealand
- Has previous industry experience delivering sales success
- Exhibits commercial acumen managing annual marketing budgets
- Uses reporting and analysis to help drive results
- Is meticulous about development and execution of all aspects of marketing activity
- Would love to represent ANZCRO within the Australia trade, attending trade conferences and expos. This involves domestic and international travel
- As a key member of the ANZCRO management group you are a team player who is at their best working closely with others and celebrates goals and achievements

This is a fabulous role for the right person. To apply please email your resume and expression of interest to **Nick Guthrey, Managing Director** [nick.guthrey@anzcro.com.au](mailto:nick.guthrey@anzcro.com.au) by Friday 12th July 2019.



## Hotel asset sell off

**PARK** Hotels and Resorts is continuing its sale of “non-core” assets in the US, selling off three more properties.

The group announced the sale of the 507-room Hitlon Atlanta Airport, the 317-room Hilton New Orleans Airports, and the 274-room Embassy Suites Parsippany, New Jersey, for a combined US\$166 million.

The hotels had a combined 2018 RevPAR of US\$109.

## Dominican downturn

**US TRAVELLERS** are turning their backs on the Dominican Republic after five tourists died in unexplained circumstances over a three-week period across May and Jun.

Data from ForwardKeys found booking from the US to the Dominican Republic for Jul and Aug have plummeted by 74% compared to the same period in 2018, dramatically reversing the growth seen earlier in the year.

The FBI is probing the deaths.

## BKK cracks down

**AIRPORTS** of Thailand has revealed it will clamp down on the use of fast track access tickets to immigration at Bangkok’s Suvarnabhumi International Airport following claims of major fraudulent use.

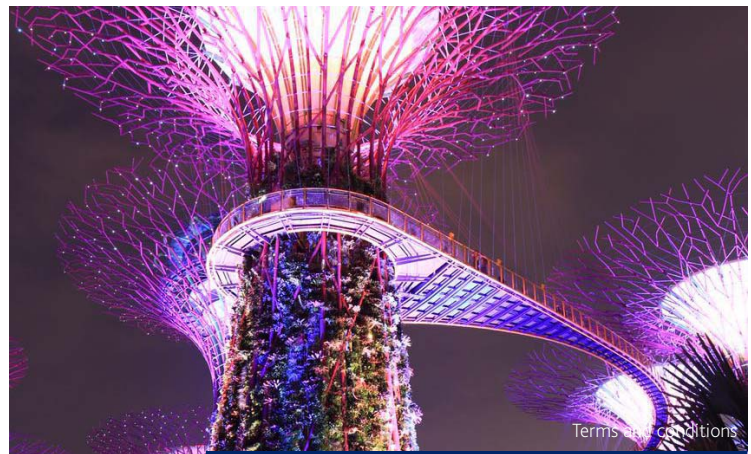
Starting 01 Jul, only First and Business class passengers will be permitted to use the airport’s Premium Lanes to combat the tickets being hawked online to travellers willing to pay up to THB1,000 for fast access.

## Wyndham opens

**WYNDHAM** Destinations’ 75-suite WorldMark Portland - Waterfront Park resort has opened (**TD** 07 Aug 2018).

The resort is Wyndham’s eighth vacation destination in Oregon, and the first timeshare resort in downtown Portland.

WorldMark Portland - Waterfront Park is located in the city’s Skidmore/Old Town Historic District, providing access to a vibrant dining scene and events including the largest arts and craft market in the United States.



Terms and conditions



## WIN FLIGHTS TO SINGAPORE

This month Travel Daily and Singapore Airlines are teaming up to test agents’ knowledge on Singapore Airlines for a chance to win two return Economy Class tickets to Singapore.

Simply enter by answering the weekly questions during the month and have the most creative response to the last question to win.

Send your answers to [singaporeairlines@traveldaily.com.au](mailto:singaporeairlines@traveldaily.com.au)

4. Tell us in 25 words or less 5 things that you would put in your Singapore stopover itinerary from the Singapore Stopover Holiday Plus package or the Singapore Explorer Pass Plus package and why.

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## APAC hotel perf

**HOTEL** occupancy rates and revenue per available room (RevPER) climbed across the Asia Pacific region in May, according to the most recent figures released by the STR.

The APAC saw occupancy rates rise by 0.4% in May to 68.5%, with the average daily rate also up 1.1% to US\$96.53 and RevPAR was up 1.5% to US\$66.15, compared to the previous corresponding period.

However, increased hotel stock in Sydney (-0.9%) and Auckland (-4.2%) saw rates decline in both cities for the month.

STR reported RevPAR in Auckland fell by 10.2%, while new supply surged 5%, with RevPAR down 10.2% to NZD\$139.18.

Sydney’s market grew by 1.8%, with RevPAR down 3.6% to \$171.

## Outback discount

**OUT** of the Ordinary Outback is offering 20% off bookings for a new stay and tour package at the new Broken Hill Outback Resort in Oct.

The package must be booked by 31 Jul and includes a two-night outback tour plus a night at the new resort - call 1300 688 225.

## Karma Koh Samui

**THE** Karma Group has returned to the Thai island of Koh Samui, following the opening of Karma Apsara on the north coast.

The property, located five minutes from Mae Nam Beach, boasts 32 one- and two-bedroom residences offering both garden and ocean views.

For further information on the property, see [karmagroup.com](http://karmagroup.com).



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**AND**

**2) MAKE A BOOKING** on any Albatross 2019-20 European Christmas, New Year and Winter Wonderland tour between 10 May - 31 July 2019

\*For full terms and conditions please visit [albatrosstours.com.au/agent-christmas-competition-terms-and-conditions](http://albatrosstours.com.au/agent-christmas-competition-terms-and-conditions)





*Working in partnership with the Australian Travel Industry*

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### PR, Communication & Promotions Executive

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Utilise your creative background and successful experience within PR and Communications in order to drive visitor numbers to a well-known and widely visited International Tourism Destination. You will be in charge of developing and implementing a comprehensive publicity, communications and promotions programme in order to build brand awareness and contribute to visitor growth. You will have plenty of support at hand while also having the flexibility to make the role your own.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

### Luxury Travel Consultant

**Sunshine Coast, Competitive Salary, Ref: 4121MT1**

Do you want to work in an award winning travel agency, with very specialised, luxury products? Our client is looking for an experienced travel consultant to join their exclusive ranks. Our client offer bespoke and unique luxury itineraries and products ranging from short breaks to multi city destinations. A love and passion for travel is essential, must have at least 3 years' experience. A COMPETITIVE SALARY \$40k +commission + super and close to the beach. If you're interested PLEASE APPLY NOW!

For more information please call Mark on (07) 3123 6107 or click [APPLY](#) now.

### Cruise Consultant

**Sydney, \$55-\$60k + Super + Bonus, Ref: 4125SJ1**

Do you love Cruise and would you like to specialise in this niche but booming travel product? If you have a passion for cruising and for travel sales then apply now. You will be working towards targets and earning a great salary in return within in a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

For more information please call Sarah on (02) 9119 8744 or click [APPLY](#) now.

### Travel Office Manager | Unique Opportunity

**Newcastle CBD, Salary to \$70k, Ref: 4089PE1**

As a manager you will be dealing with incoming telephone calls from my client's portfolio of over 15000 members. Creating holidays with an exceptional level of customer service applied. This role requires excellent customer service skills + the ability to work efficiently in a fast-paced environment. The successful candidate will be able to demonstrate managerial & leadership qualities + must be able to work both autonomously & as part of a small team. This is a non-face to face travel role.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

### Business Analyst/Solutions Architect

**Brisbane | Up to \$200k, Ref: 4109MT1**

Do you want to work for an industry leading global company that wants to revolutionise the travel sector? You will be documenting, evaluating businesses processes and procedures, providing recommendations, identifying and evaluating requirements and risks. You will implement new processes and solutions with local and international clients. ABOUT YOU!! You must have 4+ years doing implementations/analyst and Experience using D365 Fin/Ops or AX2012. Salary of up to \$200k+super!! Apply NOW.

For more information please call Mark on (07) 3123 6107 or click [APPLY](#) now.

### Senior Travel Consultant

**MEL, \$40-50k + Super + Comms, Ref: 1505CGA1**

Join a high end leisure and close-knit travel agency. You will ideally have two plus years' experience working in travel consulting and a great understanding of luxury holidays. Your role will ideally be working with only the high end clients in providing them with destination knowledge and options for their upcoming experience of a lifetime. We are after experienced travel agents with strong GDS knowledge and who would like to make a career out of doing something different.

For more information please call Courtney on (03) 9988 0616 or click [APPLY](#) now.

### Sales Consultant & Account Executive

**MEL North \$55k-\$65k | OTE \$100k+, Ref: 3251SZ4**

No formal Account Executive experience, no worries! We're looking for a sales consultant or BD wanting to step into AM & grow their career. Your role will consist of working with new & existing accounts to secure tenders including educators & corporate personalities. You will be re-engaging with lapsed clients & promoting the benefits & point of different whilst building a strong repeat database. You will be provided with uncapped earnings in a supportive environment Mon-Fri only.

For more information please call Serena on (03) 9988 0616 or click [APPLY](#) now.



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